

Message Text

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ACTION MC-02

INFO OCT-01 EUR-12 ISO-00 PM-03 EB-04 CIAE-00 INR-05

NSAE-00 RSC-01 DODE-00 COME-00 (ISO) W

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P 141545Z NOV 74

FM AMEMBASSY PARIS

TO SECSTATE WASHDC PRIORITY 4192

C O N F I D E N T I A L PARIS 27057

E.O. 11652: GDS

TAGS: MILI FR

SUBJECT: MK 303 ABC/ABN STAR-TRON SCOPES

REF: STATE 242442

1. EDO CALLED ON MR. STOCKMAN, DIRECTOR OF REGIE MONCEAU APPLICATION ELECTRIQUES. HE STATED STAR-TRON SCOPES WOULD BE SOLD IN EUROPE AND AFRICA FOR NON-MILITARY USE. AS EXAMPLES CIVILIAN USE HE CITED PHOTOGRAPHY, TV CAMERAS, AND FOR IMPROVED NIGHT VISION FOR AIRCRAFT PILOTS AND RAILWAY ENGINEERS. IN ADDITION, SOME WOULD BE SOLD TO GOVERNMENTS FOR USE BY CUSTOMS AND BORDER PATROL SERVICES. STOCKMAN SAID 1500 UNITS WAS ESTIMATED FIVE-YEAR SUPPLY AND THEY ORDERING THIS

QUANTITY TO GET REDUCED PRICE FOR LARGE ORDER.

2. COMPANY HAS NOT PLACED FIRM ORDER WITH SMITH AND WESSON AND MAY NOT AS JAPANESE AND EUROPEAN FIRMS HAVE MADE BETTER PROPOSALS ON PRICE AND DELIVERY DATES. STOCKMAN SAID HE RELUCTANT TO GIVE FIRM ORDER TO SMITH AND WESSON IF THERE ANY POSSIBILITY EXPORT LICENSE WILL NOT BE GRANTED. EMBASSY, VIA MAAG, HAS ASKED GOF (DELEGATION MINISTERIELLE POUR L'ARMEMENT) TO CONFIRM LEGITIMACY THIS ORDER. DO NOT EXPECT RESPONSE BEFORE END NOVEMBER.

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3. SUBJECT FIRM APPEARS BE SOLID, REPUTABLE ENTER-

PRISE. THIS IS IMPORTANT ORDER, APPROXIMATELY FIVE
MILLION DOLLARS, AND SMITH AND WESSON DOES NOT SEEM BE
PREFERRED BIDDER. TO HELP SMITH AND WESSON,
SUGGEST THAT, IF POSSIBLE, THEY BE ASSURED LICENSE WILL
BE GRANTED IF RESPONSE FROM GOF INDICATES ORDER IS
LEGITIMATE.
RUSH

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: LAW, OPTICAL EQUIPMENT
Control Number: n/a
Copy: SINGLE
Draft Date: 14 NOV 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: cunninfx
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974PARIS27057
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D740329-0337
From: PARIS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741143/aaaabkmq.tel
Line Count: 68
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION MC
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: STATE 242442
Review Action: RELEASED, APPROVED
Review Authority: cunninfx
Review Comment: n/a
Review Content Flags:
Review Date: 02 MAY 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <02 MAY 2002 by rowelle0>; APPROVED <18 MAR 2003 by cunninfx>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MK 303 ABC/ABN STAR-TRON SCOPES
TAGS: MILI, FR, SMITH & WESSON
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005